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# AZALEAS

## Forcing and Hardy Types



### REMINDERS

**A**ttractive, vivid colors always bring quick sales.

**Z**ealous growers realize the selling qualities of Azaleas.

**A**zaleas, as a pot plant, have no equal.

**L**ime in your potting soil is death to Azaleas.

**E**stablish your plants well in the pot, then force.

**A**zaleas enhance in value year after year.

**S**low forcing produces better and bigger bloom.

**S**oil for potting should be loose and porous.

**E**liminate the new growth that appears about the flower buds.

**L**arger winter bloom is obtained if potted in the early Fall.

**L**essen your overhead with Azaleas.

**HOWARD E. ANDREWS & CO., INC.**

**EXCLUSIVE GROWERS OF AZALEAS**

**R. F. D. 13, BOX 425**

**SEATTLE, WASH.**

*"Our Azaleas will be happy in your greenhouse."*



## AZALEA LORRAINE

**M**OST of the growers are familiar with this variety and realize its merits as a forcing type. The foliage is excellent and the blossoms are large, two inches across, a hose and hose blossom of a delicate rose-pink. When in full bloom this Azalea is certainly a seller and is beautiful when properly "dolled" up with an attractive pot cover. Azalea Lorraine you will find is a good grower and responds quickly to good treatment, sets a great many flower buds and when in bloom the blossoms last from ten days to two weeks.

Prices appear in order pictured above:

	50	100	1000
6 to 8 inches.....\$	.70 each	\$ .60 each	\$ .50 each
6 x 6 inches.....	.60 "	.50 "	.40 "
4 to 6 inches.....	.50 "	.40 "	.30 "
2 x 2 inches.....	.25 "	.20 "	.15 "



## AZALEA HEXE

**A**ZALEA HEXE, known also to the trade as Fire-fly, is well known as a forcing type and always a good seller. There are two striking features about Hexe that make it very desirable as a greenhouse subject. Its bright green foliage and the rich velvety sheen of the deep red blossoms. This contrast is indeed a great selling feature. The blossoms are quite large and are hose and hose type. Hexe can be forced for Christmas if potted early enough, or is a great Valentine attraction. Our stock is free from disease, has a wonderful root system with a well balanced head. These are all cuttings. We take great pains in the training of the heads to produce a compact shapely top with as many flower buds as possible.

The prices appear in rotation, as pictured above:

	50	100	1000
2 x 2 inches .....	\$ .25 each	\$ .20 each	\$ .15 each
4 to 6 inches .....	.50 "	.40 "	.30 "
6 x 6 inches .....	.60 "	.50 "	.40 "
6 to 8 inches .....	.70 "	.60 "	.50 "



## AZALEA CHAS. ENCKE

**D**URING March and April Chas. Encke is at its best, and is a joy to behold. The blossoms are extremely large, measuring easily three inches across. They are pure white with blotches and streaks of red fading away to a soft pink in the center of the bloom. As a rule each bud has two of these large single blooms, and words cannot describe its loveliness. With a soft pink pot cover and a big fluffy bow of silver ribbon, neatly arranged, Chas. Encke always attracts attention. A very good seller.

Prices:	50	100	1000
6 to 8 inches ----\$	.70 each	\$ .60 each	\$ .50 each
6 x 6 inches ----	.60 "	.50 "	.40 "
4 to 6 inches ----	.50 "	.40 "	.30 "
2 x 2 inches -----	.25 "	.20 "	.15 "





## AZALEA HINODEGIRI

**T**HIS variety is well known to the trade as a good forcer as well as an out-of-door type. The blossoms are bright red and produced in great numbers. The foliage is excellent. This variety is inclined to make a very rapid growth in the greenhouse and must be watched carefully so that the new growth is prevented from smothering the flower buds. A good selling point about Hinodegiri is that your customer can plant them in the yard after frost danger is over.

Prices:	50	100	1000
6 to 8 inches.....	\$ .60 each	\$ .50 each	\$ .40 each
6 x 6 inches ----	.50 "	.40 "	.30 "
4 to 6 inches ----	.40 "	.30 "	.20 "

## Azalea Macrantha

### Azalea Macrantha Fl. Pl.

**T**HESE two varieties are the same color, a beautiful salmon pink, the difference being that Macrantha is lower growing of a compact nature with single blossoms while Fl. Pl. is a taller grower of a loose nature with hose and hose blossoms. In both cases the bloom is extremely large and the plant blossoms about June 1st. Does not force as well as some of the other evergreen types, but is a joy in the garden. A wonderful subject for your landscape department.

Prices of both varieties:

	50	100	1000
6 to 8 inches.....	\$ .90 each	\$ .80 each	\$ .70 each
4 to 6 inches.....	.70 "	.60 "	.50 "

# AZALEA MOLLIS

## SEEDLINGS

A very desirable, hardy, deciduous Azalea that is a joy in any garden. Its bright appealing colors running from orange, pink and yellow, borne in large clusters, make this Azalea one of the best for you to have in stock. Specify more of them in your plantings.

Prices:	50	100	1000
10 to 14 inches .....	\$1.00 each	\$ .80 each	\$ .70 each
8 to 10 inches .....	.80 "	.70 "	.60 "
6 to 8 inches .....	.60 "	.50 "	.40 "
4 to 6 inches .....	.40 "	.30 "	.20 "
2 to 4 inches .....	.20 "	.15 "	.10 "

The above are field grown plants that have been transplanted three or more times. Wonderful root systems. Bushy stock.

# AZALEA JAPONICA

## SEEDLINGS

Similar in growth to Mollis. Flowers are flame colors and creams. A grand Azalea when planted in masses.

Prices:	50	100	1000
10 to 12 inches .....	\$ .80 each	\$ .70 each	\$ .60 each
8 to 10 inches .....	.70 "	.60 "	.50 "

# AZALEA BENEGIRI

## CUTTINGS

Evergreen in type and very artistic in growth. Flowers are a true watermelon pink. Very desirable in the landscape.

Prices:	50	100
10 to 12 inches .....	\$1.00 each	\$ .75 each
8 to 10 inches .....	.70 "	.50 "

# AZALEA YAYEGIRI

## CUTTINGS

An interesting evergreen type of moderate growth with showy hose and hose blossoms of a salmon-red.

Prices:	50	100
8 to 10 inches .....	\$1.00 each	\$ .75 each
6 to 8 inches .....	.75 "	.50 "

# AZALEA MAXWELLI

## CUTTINGS

As a rule Maxwelli is evergreen but is inclined to lose some of its foliage in extreme cold climates. Needs winter protection in such locations. A charming grower with very large carmine-red blossoms.

Prices:	50	100
8 to 10 inches .....	\$1.00 each	\$ .75 each
6 to 8 inches .....	.75 "	.50 "



# A Few Culture Hints



**H**ERE in the Puget Sound district we are blessed with ideal conditions to produce the finest Azaleas. Our soil is ideal, of such a nature that our plants stand the shock of shipping and transplanting without a severe set-back. We are, therefore, asking you to capitalize on these facts and make more room in your greenhouses for Azaleas or in your nursery. Our prices are as low as is possible to make them and yet keep the standard of our stock up to the highest peak. Growing nothing but Azaleas we are in a better position to help the grower in solving problems he may have in their culture than if Azaleas were only one feature of our nursery.

We find that Azaleas respond readily to good care and are easily handled if certain treatments are given. Spraying is very necessary, for they are subject to thrip. Azaleas like their foliage kept clean. Syringe the foliage regularly every day.

In potting Azaleas, use a loose porous soil that is free from lime, a soil that water easily filters through. We do not recommend real tight packing of the soil in the pots. Holland peat moss, the real fine, added to your soil, keeps it loose. This treatment of peat is also good for outside planting. Water potted Azaleas well, especially while they are in bud.

When in bloom, we have found that to cover the top of the pot with sphagnum moss, before it goes to the customer, adds days longer to the bloom. This insures even moisture and prevents drying out due to over-heated apartments or rooms. Your repeat orders depend on intelligent information given with your first order.

Outside plantings of Azaleas, in cold climates, need a winter protection and we recommend the practice of covering your Azaleas in your frames during the winter. An Azalea that is well budded in the Fall will ride through the cold weather lots better than one without buds and by protecting them a little they will look bright and happy for your Spring sales. We try to keep the sun's rays off of our plants as much as possible, after a severe freeze, by the aid of lath sash covered with tar paper. This does lots of good. Try it.

For warmer climates we recommend the use of Hexe, Lorraine, Chas. Encke and other evergreen types for outside plantings. All of these force well and can be brought into bloom at any time desired after Christmas, up to Mothers' Day or Easter. Have some in bloom all during the winter and see how your sales are boosted.

The sizes we are growing are intended for quick sale. The grower is able to secure them at a reasonable figure, force them and yet be able to sell them at a price that is within the range of every customer that enters your nursery or greenhouse. Remember this: Take good care of your Azaleas and they will reward you many times over.

## Note Carefully

This wholesale list cancels previous lists. Prices quoted are strictly net. 1 to 100 at 50 rate. 100 to 500 at 100 rate. 500 to 1000 at 1000 rate.

## What Cash Will Do

When cash accompanies your order, we prepay freight, express or parcel post charges to your nearest receiving station and pack free. If you desire terms, we make a small charge for cost of packing and will pay one-half the freight, express or parcel post charges.

## Cancellation

Orders are subject to cancellation because of prior sale or depletion of stock.

## Our Responsibility

We exercise the greatest care to have our Azaleas genuine and reliable, and will replace, on proper proof, all that prove untrue. We do not give a warranty, expressed or implied, or guarantee them to live and grow or give specific results. In case of any error on our part, your money cheerfully refunded or stock replaced.

## Complaints

Claims must be filed ten days after receipt of goods.

## Our Standard of Grading

Evergreen Azaleas are measured by the spread of their tops, not their height. Deciduous types are measured by their height only.

## General Remarks

We have completed the first step in pointing out to you the advantages of the Azaleas herein listed and trust that you will take the second step by ordering and avail yourself of excellent stock at very reasonable prices. By planning ahead, which we all do, allow enough space on your benches or in the nursery for a supply of Azaleas. There is more demand for Azaleas today than there has been for years. Specify more on your landscape work, grow more in your nursery, pot up sufficient for winter bloom.

Perhaps there are other varieties you are interested in that we have not listed in this wholesale list. Write us. We carry about thirty-two varieties in various sizes. Our attractive colored catalogue, retail, is yours for the asking.

**HOWARD E. ANDREWS & CO., INC.**

**OLD BOTHEL WAY AND EAST 103 STREET**

**SEATTLE, WASHINGTON**

**R. F. D. 13, BOX 425**

**KENWOOD 7314**